## Salem

100%

80%

60%

40%

20%

0%

87

89

91

93

95 97

▶ Funded Ratio (1987-2005)

20 Central Street Suite 110 Salem, MA 01970 Phone 978-745-8983 Fax 978-745-4216

### **Board Members**

Dennis F. Flynn (Chairperson), Nina Bridgeman, John H. Burke, Jr., Louis E. Conrad, Katherine O'Leary

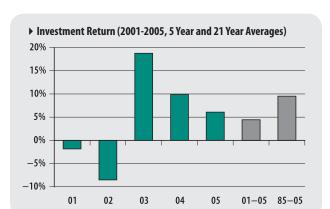
# **Board Administrator**

Marcia A. Pelletier **Board Meeting**Last Thursday of each month

### **▶** ACTUARIAL



	Active	Retired
Number of Members	840	617
Total Payroll/Benefit	\$31.3 M	\$16.4 M
Average Salary/Benefit	\$37,300	\$26,600
Average Age	NA	NA
Average Service	NA	NA



# **▶ INVESTMENT**

03

99 01

05

#### **Domestic Equity**

- Copper Rock Capital Partners, LLC
- Freedom Equity Style Fund
- Freedom Large Cap Growth Fund
- Freedom Large Cap Value Fund
- Freedom Style-Weighted Concentrated Fund
- Gabelli Asset Management Company

### **International Equity**

• Boston Company International Core Equity Fund

#### **Domestic Fixed Income**

- Freedom Core Plus Fixed Income Fund
- Income Research & Management

#### **Real Estate**

- Fidelity Real Estate Asset Manager III, L.P.
- Fidelity Real Estate Growth Fund II, L.P.
- INVESCO IRT Equity Real Estate Securities Fund

# Alternative Investments

- Ascent Venture Partners III, L.P.
- First America Asia Fund I L.P.
- Zero Stage Capital VII, L.P.

### Consultant

Segal Advisors

#### Custodian

State Street

▶ Asset 0	irowth (19	96-2005) (Ma	arket Value i	n Millions)	
\$90 —				•	
\$80 📙				_	•
\$70 🕂	4				
\$60		-			
\$50 +					
\$40					
\$30 —					
\$20 —					
\$10 +					
\$0 <del></del>	-				<del></del>
	97	99	01	03	05

Alt. Investments (5%)  Real Estate (8%)  Fixed Income (27%)  Int. Equity (11%)
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▶ 2005 Return	6.10%
▶ 2005 Target	<b>8.50</b> %
▶ 2005 Market Value	\$82.6 M
▶ 2001-2005 (Annualized)	4.47%
▶ 1985-2005 (Annualized)	9.53%